



2003 NATIONAL DISTILLERS GRAINS SUMMARY SURVEY OF FEED COMPANIES & MARKETERS

Released by the National Agricultural Statistics Service (NASS), Iowa State Statistical Office, U.S. Department of Agriculture. For more information call (515) 284-4340, office hours 7:30 a.m. to 4:30 p.m. CT.

Of the feed companies and marketers who responded:

- Slightly more than 69% of those surveyed reported buying Distillers Grains or feed products with Distillers Grains.
- Of those who had purchased Distillers Grains or feed with Distillers Grains, they reported having done so for more than 15 years.
- Nearly 31% of those feed mills or marketers, who currently do not buy Distillers Grains or feed products with Distillers Grains, have considered doing so.
- Nearly 81% received some sort of consumer service from the firm they purchased their Distillers Grains from.
- More than 95% of those surveyed said they provide some form of customer service.
- The average maximum amount of Distillers Grains product stored was 58 tons.
- The average company annual sales of those who bought Distillers Grains or feed products with Distillers Grains was \$2.96 million.

Distillers Grains Purchases			
	Percent Moisture	Tons Purchased Per Year	Average Price Paid Per Ton
	(Percent)	(Tons)	(Dollars)
Condensed Distillers Solubles	54	1	1
Distillers Dried Grains	15	1	1
Distillers Dried Grains with Solubles	11	62,775	119
Distillers Dried Solubles	1	1	1
Distillers Wet Grains	53	1	1

¹ Insufficient data.

Percent of Distillers Grains Purchased By Contract Type						
Spot	Monthly	Quarterly	6-Month	Clock	No Contract	Other
(Percent)	(Percent)	(Percent)	(Percent)	(Percent)	(Percent)	(Percent)
36	2	15	6	16	0	25

Percent of Feed Companies/Marketers Who Received Consumer Services From Distillers Grains Providers					
Nutritionist Service	Consistent Products	Variety of Products	Delivery Services	Consumer Education	On-Site Consultation
(Percent)	(Percent)	(Percent)	(Percent)	(Percent)	(Percent)
6	65	6	59	12	6

General Areas Where Distillers Grains or Products Are Sold						
Midwest	Southwest	Other Regions	Nationwide	Canada	Mexico	Exports
(Percent)	(Percent)	(Percent)	(Percent)	(Percent)	(Percent)	(Percent)
65	17	13	1	0	0	5

Relative Importance of Distillers Grains Product Qualities ¹							
Consistent Product	Quality Product	Protein Content	Shelf Life	Freshness	Color	Moisture	Handling Ease
4.7	4.7	4.1	3.8	3.8	3.9	4.4	4.2

¹ Operators were asked to rate the relative importance of each product quality from 1 (Least Important) to 5 (Most Important).

Relative Importance of Distillers Grains Plant Services ¹				
Reliability of Delivery	Availability of Supply	Contracting	Comparative Value	Inventory Control
3.9	4.4	3.5	3.7	3.4

¹ Operators were asked to rate the relative importance of each plant service from 1 (Least Important) to 5 (Most Important).

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Percent of Feed Companies/Marketers Who Provide Their Customers with the Following Services				
Nutritionist Service	Feeder Meeting	Printed Materials	On-Site Consultation	Web Site
(Percent)	(Percent)	(Percent)	(Percent)	(Percent)
57	43	35	52	26

Feed Products Containing Distillers Grains Sold in 2002			
	Percent Moisture	Tons Sold Per Year	Average Price Charged Per Ton
	(Percent)	(Tons)	(Dollars)
Condensed Distillers Solubles	63	1	1
Distillers Dried Grains	14	1	1
Distillers Dried Grains with Solubles	12	77,875	139
Distillers Dried Solubles	--	--	--
Distillers Wet Grains	1	1	1

¹ Insufficient data.

Type of Transportation for DRY Distillers Grains			
	Percent Using	Percent of Product Shipped	Transportation Cost Per Mile
	(Percent)	(Percent)	(Dollars)
Rail	33	22	1
Truck	89	68	0.100
Barge	4	<1	1
Other	19	10	1

¹ Insufficient data.

Type of Transportation for WET Distillers Grains			
	Percent Using	Percent of Product Shipped	Transportation Cost Per Mile
	(Percent)	(Percent)	(Dollars)
Truck	100	75	1
Other	50	25	1

¹ Insufficient data.

Percent of Respondents Using Type of Storage Facilities for Storing Distillers Grains				
Overhead Bins	All Other Bins	Flat Storage	Wagon or Truck	Other
(Percent)	(Percent)	(Percent)	(Percent)	(Percent)
48	7	7	7	7

Feed Ingredient Definitions – Source: Association of American Feed Control Officials

- ◆ **CDS – Condensed Distillers Solubles** is obtained after the removal of ethyl alcohol by distillation from the yeast fermentation of corn by condensing the thin stillage fraction to a semi-solid.
- ◆ **DDG – Distillers Dried Grains** is obtained after the removal of ethyl alcohol by distillation from the yeast fermentation of corn by separating the resultant coarse grain fraction of the whole stillage and drying it.
- ◆ **DDGS – Distillers Dried Grains with Solubles** is the product obtained after removal of ethyl alcohol by distillation from the yeast fermentation of corn by condensing and drying at least ¾ of the solids of the resultant whole stillage.
- ◆ **DDS – Distillers Dried Solubles** is obtained after the removal of ethyl alcohol by distillation from the yeast fermentation of corn by condensing the thin stillage fraction and drying it.
- ◆ **DWG – Distillers Wet Grains** is the product obtained after the removal of ethyl alcohol by distillation from the yeast fermentation of corn.

Survey Methodology: The office of Renewable Fuels and Co-Products, IDALS provided the Iowa Agricultural Statistics Service a list of livestock feed companies and marketers. The list of 249 businesses were each mailed a questionnaire followed by a second request two weeks later. There were 42 completed reports. Each returned questionnaire was hand edited for reasonableness, in addition to a computer edit. Data inconsistencies were clarified by re-contacting the firm by telephone. The data was then summarized using a PC statistical analysis software program.